wisetech global

WTC record revenue, up 79%, exceeds guidance EBITDA, up 54%

Driven by e2open acquisition, cost efficiencies, AI productivity and CargoWise Value Packs

Highlights

- Total revenue within guidance of $1,395.9 million, up 79% on FY25 reflecting the acquisition of e2open
- Exceeded guidance EBITDA[1] at $585.8 million, up 54%
- Exceeded guidance EBITDA margin rate[1] at 42%
- Reported EBITDA of $558.4 million, up 46% on FY25, with reported EBITDA margin of 40%
- Underlying EBITDA[2] of $644.5 million, up 56% on FY25, with Underlying EBITDA margin of 46%
- Underlying NPAT[3] of $313.5 million, up 29% on FY25; Statutory NPAT of $178.7 million
- Delivered ~$115 million in total annualized run-rate cost savings in FY26, comprised of
  - $64 million annualized run-rate cost savings in e2open
  - $34 million through FY26 AI Transformation program
  - $17 million from efficiency program focused on high-performance teams and early adoption of AI
- Successful launch of new commercial model, CargoWise Value Packs (CVP)
  - Over 95% of CargoWise customers on CargoWise Value Packs
  - ~55% increase in new SME signings, ~30% overall increase in new signings since introduction of CVP
- Record Underlying Rule of 40 of 114%, up 62 percentage points on FY25. Excluding e2open, Underlying Rule of 40 was 45%, down 7 percentage points on FY25
- Net leverage ratio 2.7x at 30 June 2026, well ahead of previously guided target of ~3x

Group financial metrics	FY25	FY26	FY26 vs. FY25
Total revenue (USD m)	778.7	1,395.9	79%
Recurring revenue[4]	98%	95%	(3)pp
EBITDA (USD m)	381.6	558.4	46%
EBITDA margin rate	49%	40%	(9)pp
Underlying EBITDA[2] (USD m)	413.9	644.5	56%
Underlying EBITDA margin rate[2]	53%	46%	(7)pp
Statutory NPAT (USD m)	200.7	178.7	(11)%
Underlying NPAT[3] (USD m)	243.0	313.5	29%
Underlying EPS (USD cps)	73.1	94.0	28%
Final ordinary dividend (USD cps)	7.7	8.8	14%
Free cash flow (USD m)	287.0	410.7	43%
Underlying free cash flow[5] (USD m)	292.4	489.6	67%
Free cash flow conversion rate	75%	74%	(2)pp
Underlying Rule of 40[6]	52%	114%	62pp

[1] At WiseTech's 1H26 Results in Feb 2026, guidance was reaffirmed excluding the impact of restructuring plans announced on AI Transformation and the financial impact of the divestment of Expedient Software. FY26 Guidance EBITDA and EBITDA margin refers to FY26 reported EBITDA ($558.4m) adjusted for the net cost of the AI Transformation program ($20.2m) and loss on divestment of Expedient Software ($7.2m).
[2] Underlying EBITDA and Underlying EBITDA margin refers to reported EBITDA adjusted for costs relating to M&A (FY26: $11.9m, FY25: $30.6m), restructuring (FY26: $67.1m, FY25: $1.7m) and gains/losses from divestments (FY26: $7.2m loss, FY25: nil).
[3] Underlying NPAT is Net profit after tax adjusted for costs and payments relating to M&A, net of tax (FY26: $0.4m, FY25: $30.6m), restructuring, net of tax (FY26: $51.2m, FY25: $1.2m) and gains/losses from divestments, net of tax (FY26: $7.2m loss, FY25: nil), excluding fair value gains/losses from changes to acquisition contingent consideration (FY26: $1.9m gain, FY25: $0.1m gain), non-recurring tax on acquisition contingent consideration (FY26: $4.0m, FY25: $2.8m), acquired amortization, net of tax (FY26: $81.1m, FY25: $12.6m), contingent and deferred consideration interest unwind, net of tax (FY26: $0.7m, FY25: $0.7m). The calculation of Underlying NPAT has been updated to include adjustments for restructuring costs and gains/losses on divestments. The FY25 comparative has been restated accordingly.
[4] Recurring revenue percentage is the sum of revenue categorized as Recurring On-Demand License revenue and Recurring Subscription and One-Time License (OTL) Maintenance revenue divided by Total Revenue.
[5] Underlying free cash flow excludes payments relating to restructuring (FY26: $43.1m; FY25: $2.3m) and M&A (FY26: $35.8m; FY25: $3.1m).
[6] Underlying Rule of 40 is defined as the sum of the year-on-year total revenue growth and the underlying free cash flow margin.

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Strong financial and operational performance

- CargoWise revenue of $756.9 million, up 11% on FY25, driven by customer growth, including Large Global Freight Forwarder (LGFF) rollouts, FY25 and FY26 M&A, and the new commercial model, the CargoWise Value Packs, launched in December 2025
- As expected, e2open revenue was $541.2 million from 11 months of contribution, with Underlying e2open EBITDA margin 8 percentage points ahead of FY25 pro forma due to early achievement of cost synergies
- Operating cash flow of $564.0 million, up 29% on FY25; free cash flow of $410.7 million, up 43%; Underlying free cash flow of $489.6 million, up 67%
- Internal AI adoption is driving productivity gains and product outcomes, with substantial opportunities remaining
- E2open recognized for industry leadership in analyst research by Gartner[7], IDC[8] and Nucleus Research[9]
- Final dividend of 8.8cps, fully franked, representing a payout ratio of 17% of Underlying NPAT[10], up 14%

WiseTech CEO, Zubin Appoo said, "*This was a transformational year for WiseTech. We acquired e2open to expand our offerings into adjacent markets, launched our new commercial model with more than 95% of CargoWise customers now on CargoWise Value Packs, and adopted AI across our own operations. We secured government agreements, delivering customs solutions for both the New Zealand Customs Service and the New Zealand trade community. We added to our VerifyWise solution, acquiring FRDM.ai to accelerate supply chain compliance for exporters, importers and banks, and we continue to build out our CargoWise AI Workflow Engine and AI Management Engine to reduce the cost of global trade and logistics for our customers.*

"We grew revenue 79% within guidance, exceeded guidance EBITDA and EBITDA margin, reduced net leverage to 2.7x ahead of expectations, and delivered approximately $115 million in annualized run-rate savings through our focus on efficiency and earnings. CargoWise grew 11% with clear growth acceleration plans into FY27 and beyond."

Segment performance

USD m	WTG excluding e2open[11]		e2open	Unallocated Costs[12]	Group
	CargoWise	Non-CargoWise			
Revenue	756.9	97.9	541.2	-	1,395.9
Gross profit	726.5		354.4	-	1,080.9
EBITDA	411.9		150.5	(4.0)	558.4
Underlying EBITDA	451.2		197.4	(4.0)	644.5
Underlying EBITDA margin	53%		36%	-	46%

CargoWise revenue grew 11% on FY25 to $756.9 million, including $14.2 million from FY25 & FY26 M&A and a $9.3 million FX tailwind, partially offset by refinements in the new commercial model in 2H26.

In FY26, the Company secured four new LGFF rollouts: Sankyu and CJ Logistics pre-CVP, and Blue Water Shipping and XPD Global on CVP, delivering continued business momentum. The Company also achieved new organic LGFF global rollouts 'In Production' with Neptune Pacific, CTS International Logistics and ClearFreight.

[7] Gartner Magic Quadrant for Transportation Management Systems – 30 March 2026
[8] IDC MarketScape: Worldwide Manufacturing Track-andTrace/Serialization Solutions 2026 Vendor Assessment – 15 June 2026
[9] Nucleus Research: Enterprise Supply Chain Planning Technology Value Matrix 2026 – 14 July 2026
[10] Underlying NPAT definition has been updated to now exclude restructuring costs (net of tax), to align with Underlying EBITDA. The dividend continues to be calculated on a like-for-like basis and is reflected in a lower payout ratio.
[11] WTG excluding e2open is comprised of CargoWise and non-CargoWise.
[12] Unallocated costs consist of corporate head office stewardship expenses that are managed centrally and therefore not allocated to the operating segments.

Since introduction of the CVP, CargoWise sales momentum has grown strongly, with ~55% increase in new SME signings and ~30% overall increase in new signings[13].

As of 30 June 2026, the Company has secured 61 LGFF rollouts which include 13 of the Top 25 Global Freight Forwarders. Additionally, twelve LGFFs are 'Contracted and In Progress' and have more than 75% of their expected volume not yet live as of 30 June 2026, which creates significant future revenue upside.

The migration of the remaining large Seat and Transaction License (STL) commitment customers onto the CVP is expected to accelerate in FY27 and drive additional revenue growth.

E2open's legacy operating model and margins are being transitioned to WiseTech's more efficient operating model, driven by ongoing financial discipline and continued focus on operating leverage. While the acquisition of e2open was dilutive to Group margins given its lower-margin operating model, WiseTech has made strong progress on integration and synergy realization.

WiseTech has taken clear steps to align products, teams and operating models with the WiseTech Way, and in FY26, WiseTech achieved annualized run-rate savings of $64 million, having surpassed its FY27 cost synergy target of $50 million, delivering 8 percentage points expansion in e2open Underlying EBITDA margin versus FY25 pro forma.

The AI Transformation program announced in FY26 for Product & Development and Customer Service delivered $34 million in annualized run-rate EBITDA savings, with a reduction of ~1,200 roles globally.

Earnings before interest, tax, depreciation and amortization (EBITDA) grew to $558.4 million, up 46% on FY25, with EBITDA margin down 9 percentage points to 40%, reflecting e2open consolidation, restructuring costs, and the loss on the divestment of Expedient, partially offset by lower M&A costs. After adjusting for these items, Underlying EBITDA of $644.5 million was up 56% on FY25, with an Underlying EBITDA margin of 46%, down 7 percentage points reflecting the impact of the e2open acquisition, which has lower margins.

Statutory net profit after tax (NPAT) was $178.7 million, down 11%, reflecting interest and amortization expense associated with the e2open acquisition partially offset by a lower effective tax rate. On an Underlying basis, which excludes costs and payments relating to M&A, restructuring, gains/losses from divestments, fair value adjustments from changes to acquisition contingent considerations, and other adjustments relating to acquisition consideration, amortization and non-recurring tax[14], Underlying NPAT was up 29% on FY25 at $313.5 million.

Balance sheet, cash flow generation and liquidity

FY26 operating cash flow of $564.0 million was up 29% on FY25 and free cash flow of $410.7 million was up 43% on FY25. Underlying free cash flow was $489.6 million, up 67% on FY25, demonstrating the highly cash-generative nature of the Company's operating model.

As of 30 June 2026, $2.2 billion of the Company's $3.0 billion debt facility is outstanding, along with a cash balance of $343.5 million. WiseTech's net leverage ratio was 2.7x as at 30 June 2026, below the previously guided ~3.0x, and is on track to deleverage to ~2.2x by the end of FY27, and less than 2.0x in FY28, reflecting an accelerated deleveraging pathway.

Progress on strategic initiatives

WiseTech accelerated its innovation and product development efforts, increasing its R&D investment by 29% to $340.7 million (FY25: $263.8 million), equating to 24% of total revenue. In FY26, the Company delivered 1,827 new product enhancements, an increase of nearly 50% on FY25, taking total product enhancements delivered on the

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[13] CVP signings from 1 December 2025 to 30 June 2026 vs. STL signings in the same period in FY25.
[14] Net Profit After Tax (NPAT) adjusted for costs and payments relating to M&A, restructuring and gains/losses from divestments, excluding fair value adjustments from changes to acquisition contingent consideration, non-recurring tax on acquisition contingent consideration, acquired amortization net of tax and contingent and deferred consideration interest unwind net of tax.

CargoWise application suite over the last five years (FY22 to FY26) to more than 6,500, with a total investment of over $1.1 billion.

CargoWise, the new commercial model and AI features

New commercial model: In December 2025, WiseTech launched its new commercial model, the CargoWise Value Packs, now well established across more than 95% of CargoWise customers.

Conversion of remaining 5% of STL commitment customers: A priority in FY27 will be to migrate the remaining STL commitment customers to the CVP commercial model. Several of these commitment agreement customers have already migrated to CVP ahead of their agreement expiry.

Expanding the CVP: WiseTech continues to build on CVP momentum and has increased the list of modules and features in the CVP, reflected by new product enhancements. New SME customers are adopting CVP with signings up ~55% on the same period last year, and overall signings across all new customers up ~30%.

CargoWise AI: WiseTech is targeting up to ~50% labor cost savings opportunity for logistics service providers. CargoWise has six AI agents available, and has a strong pipeline of robust, tested and validated AI agents designed to further improve productivity, reduce costs and create greater customer value across multiple complex supply chain processes.

E2open

During FY26, e2open continued its transition to a product-led operating model, consistent with the WiseTech approach, established a clear product strategy, aligned teams to product portfolios and created a unified roadmap across the business. Significant progress has also been made in standardizing product development, deployment and maintenance practices, while focusing on increasing product standardization and improving scalability and speed of execution. These improvements strengthen product focus and delivery, with e2open continuing to be recognized in leadership positions across industry analyst research from Gartner[7], IDC[8] and Nucleus Research[9].

Container Transport Optimization

Container Transport Optimization went live in July 2026. Building on the strong foundations and growing usage of existing container transport solutions including Matchbox Exchange and Avantida, the Company will expand the network of container transport participants in Australia and drive further adoption.

VerifyWise and FRDM.ai, a solution for global trade, logistics, banking and more

In July this year, the Company acquired FRDM.ai, an AI-powered supply chain risk and compliance intelligence platform, accelerating the development of VerifyWise. VerifyWise is a comprehensive platform for multi-tier supply chain verification, including modern slavery, forced labor and a wide range of other compliance obligations that are increasingly mandatory. The platform will help exporters and importers, logistics providers, banks, lawyers, accountants and others to simplify and strengthen compliance, and navigate an increasingly complex regulatory environment.

BorderWise community edition (New Zealand) and NZ Customs Tariff Management Portal

In partnership with the New Zealand Customs Service, WiseTech has built the New Zealand community edition of BorderWise. It is provided free of charge to the entire trade community, including importers, exporters, customs brokers, freight forwarders and logistics service providers, and New Zealand government agencies.

The Company has also made substantial progress and is on track to see the New Zealand Tariff Management Portal live in production in the first half of the 2027 calendar year. This portal will help border agencies manage the movement of goods in and out of New Zealand and is a step toward a much broader government opportunity in other markets.

Board and CEO Appointments

Since FY25, the Board has taken material steps to strengthen its governance structure, with the separation of the Chair and CEO roles initially in February 2025, the appointment of permanent CEO Zubin Appoo effective 28 July 2025, and the transition to an independent Board Chair, Raelene Murphy, effective 7 July 2026. The move to a more traditional Board leadership structure reflects the Board's commitment to strong, independent oversight of management, and is a structural change the Board believes will materially strengthen governance rigor going forward. The Board has also made significant progress on its previously announced renewal process, with three new independent, non-executive directors joining the Board during FY26 and the appointment of Tim Ebbeck as an independent, non-executive director and new Chair of the Audit & Risk Committee effective 1 September 2026, bringing additional financial expertise and independence to the Board. This will bring the Board to five independent, non-executive directors with two executive directors.

Dividend

The Board has determined a fully franked final ordinary dividend of 8.8cps, representing a 14% increase on the FY25 final dividend. The final dividend is payable on 9 October 2026 to shareholders registered as at 14 September 2026 and represents a payout ratio of 17% of Underlying NPAT.

FY27 guidance and outlook – solid CargoWise growth, margin expansion and group deleveraging as we align e2open for higher quality revenue

The Company anticipates FY27 revenue of $1.48 billion–$1.54 billion, representing revenue growth of 6%–10%; Underlying EBITDA of $725 million–$780 million, representing growth of 12%–21%; and Underlying EBITDA margin of 49%–51%.

The range reflects our view on adoption of the CargoWise new commercial model by customers, further delivery and adoption of agentic AI in CargoWise and the launch and adoption of new products including VerifyWise. These levers have customer dependencies and at the lower end of guidance we are assuming growth in line with FY26 and modest adoption of new initiatives, and at the upper end assumes accelerated adoption.

We forecast significant margin expansion across the range, reflecting the continuation of our FY26 progress and strong focus on operating leverage in FY27.

FY27 guidance is provided on the basis that market conditions do not materially change, and reflects current trends in supply chain volumes, noting that changes in industrial production and/or global trade (both favorable and unfavorable) may impact guidance.

CEO Zubin Appoo concluded, *"WiseTech's strength has been built over more than 30 years - our deeply capable products, our global reach, the integrated systems and automations we provide, the datasets we own and acquire to empower our products and customers, our domain expertise, and our position across global logistics and the critical global supply chain.*

"We now operate across five deep, complex, regulated and large markets: logistics and transport; connected supply chain orchestration; trade finance and banking; customs, border and government; and verified identity, trust and data.

"We continue to build high-value, mission-critical systems that are unique and powerful, and will drive value and benefits from agentic AI and other AI automations, embedded directly into our workflows, for our customers and for ourselves.

"We are on a multi-year journey to higher growth, higher profits and an increasingly AI-accelerated business. WiseTech continues to build the operating system for global trade and logistics, one innovation at a time."

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Authorized for release to ASX by the Board of WiseTech Global Limited.

Investor Presentation Please refer to the WiseTech Global FY26 Results presentation released today for detailed financial data and analysis.

Analyst Briefing The WiseTech Global FY26 Results presentation webcast will be held at 10.00am (Sydney time) today. The webcast will be available here.

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WiseTech Global Limited (WiseTech or the Company) today announced its financial results for the twelve months ended 30 June 2026 (FY26). All amounts are in U.S. dollars (USD) unless otherwise presented. FY26 financial performance includes the consolidation of e2open following completion on 4 August 2025.

Forward-looking statements

Forward-looking statements in this release are based on information and assumptions known to date and are subject to various risks and uncertainties. Actual results, performance or achievements could be significantly different from those expressed in, or implied by, these forward-looking statements. Such forward-looking statements are not a guarantee of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of WiseTech Global. Factors that may cause actual results to differ materially from those expressed in the statements contained in this announcement include uncertainty around future global economic conditions and industrial production growth and sovereign and geopolitical developments.

About WiseTech Global

WiseTech Global is a leading developer and provider of innovative software solutions for the logistics, global trade and supply chain industries worldwide. Serving more than 20,000[15] logistics companies and other industry participants across 193 countries — including 47 of the top 50 global third-party logistics providers and 24 of the 25 largest global freight forwarders worldwide[16] - WiseTech delivers technology that drives productivity and integration across the supply chain. With the acquisition of e2open, WiseTech has expanded its network to encompass over 500,000 connected enterprises across manufacturing, logistics, channels and distribution, further strengthening its platforms and connectivity across the industry. With the vision to be the operating system for global trade and logistics, WiseTech is creating a multi-sided marketplace connecting carriers, logistics providers, importers, exporters and shippers.

We are relentless about innovation, adding over 6,500 product enhancements to our global CargoWise platform in the last five years[17], bringing meaningful continual improvement to the world's supply chains. Our breakthrough software solutions are renowned for their powerful productivity, extensive functionality, comprehensive integration, deep compliance capabilities, and global reach.

To learn more about WiseTech Global, visit wisetechglobal.com

[14] Includes customers on CargoWise and non-CargoWise platforms whose customers may be counted with reference to installed sites, including deduplicated e2open customers.
[15] Armstrong & Associates: Top 50 Global 3PLs & Top 25 Global Freight Forwarders ranked by 2025 gross logistics revenue/turnover and freight forwarding volumes – updated 11 May 2026.
[17] FY22-FY26.